

OCT 10 2003



ExportUSA design mission a hit in New York

In this issue

- 2 Privatization in Turkey goes full steam ahead
Flying high at the Paris Air Show
- 3 Bluewater Group Inc. and the Virtual Trade Commissioner
- 4 Biotech opportunities in Boston
Miami welcomes Americas Business Forum
- 6 Canada's Inniskillin takes on the world
- 7 Trade fairs and missions

The *International Contemporary Furniture Fair (ICFF)*, held in May 2003 in New York City, is an annual trade event and international design showcase that targets the high-end, contemporary furniture market. This year's event attracted some 17,000 attendees and included designers, manufacturers and retailers.

The Canadian Consulate General in New York contributed to the ICFF attendance figures—particularly the Canadian numbers—through its ExportUSA Contemporary Design Mission to ICFF. Jeffrey Crossman, *continued on page 5 — Design mission*



The ICFF 2003 ExportUSA mission participants included (back row standing, from left): Nadé Nixon, Nadé; Julie Hing; Marie-Josée Salvas, Kläss & Co.; (front row seated, from left) F. Javier Espinal, K.I.+ Co.; Jeffrey Crossman, Canadian Consulate General in New York; Tara Walker, Plastic Buddha Design; Omer Arbel, some; Danielle Prpich, Ontario Exports; and Michael O'Byrne, International Trade Centre in Toronto.

From Magog to the world

A Canada Export Award success story

When things were lean in the late 1980s for water-control gate maker **H. Fontaine Ltd.** of the small Eastern Townships community of Magog, Quebec, CEO André Fontaine decided to take a risk—he sought out export markets in the United States.

The company, founded in 1964 by his father Henri, had a new plant that was underused and a dwindling workforce of 40 people. In addition, the company had to deal with a change of

*continued on page 5 —
Canada Export Award*